Memorandum from Clark Clifford to President Truman, “American Relations with the Soviet Union,” September 24, 1946:  

[A successful lawyer in St. Louis, Clark Clifford (1906-1998) was an officer in the U.S. Navy during World War II. In this capacity he frequently advised President Truman, who came to rely on him to the extent that he asked Clifford to accompany him to the Potsdam Conference in July 1945. One of his first assignments in this job was to prepare a report analyzing the postwar behavior of the Soviet Union, and making recommendations as to how the United States should respond. The resulting document—an 81-page report entitled “American Relations with the Soviet Union”—would strongly influence U.S. foreign policy throughout the Cold War.]

The primary objective of United States policy toward the Soviet Union is to convince Soviet leaders that it is in their interest to participate in a system of world cooperation, that there are no fundamental causes for war between our two nations, and that the security and prosperity of the Soviet Union, and that of the rest of the world as well, is being jeopardized by aggressive militaristic imperialism such as that in which the Soviet Union is now engaged.

However, these same leaders with whom we hope to achieve an understanding on the principles of international peace appear to believe that a war with the United States and the other leading capitalist nations is inevitable. They are increasing their military power and the sphere of Soviet influence in preparation for the ‘inevitable’ conflict, and they are trying to weaken and subvert their potential opponents by every means at their disposal. So long as these men adhere to these beliefs, it is highly dangerous to conclude that hope of international peace lies only in ‘accord,’ ‘mutual understanding,’ or ‘solidarity’ with the Soviet Union.

Adoption of such a policy would impel the United States to make sacrifices for the sake of Soviet-U.S. relations, which would only have the effect of raising Soviet hopes and increasing Soviet demands, and to ignore alternative lines of policy, which might be much more compatible with our own national and international interests.

The Soviet Government will never be easy to ‘get along with.’ The American people must accustom themselves to this thought, not as a cause for despair, but as a fact to be faced objectively and courageously. If we find it impossible to enlist Soviet cooperation in the solution of world problems, we should be prepared to join with the British and other Western countries in an attempt to build up a world of our own which will pursue its own objectives and will recognize the Soviet orbit as a distinct entity with which conflict is not predestined but with which we cannot pursue common aims.

As long as the Soviet Government maintains its present foreign policy, based upon the theory of an ultimate struggle between Communism and Capitalism, the United States must assume that the U.S.S.R. might fight at any time for the twofold purpose of expanding the territory under communist control and weakening its potential capitalist opponents. The Soviet Union was able to flow into the political vacuum of the Balkans, Eastern Europe, the Near East, Manchuria and Korea because no other nation was both willing and able to prevent it. Soviet leaders were encouraged by easy success and they are now preparing to take over new areas in the same way. The Soviet Union, as Stalin euphemistically phrased it, is preparing ‘for any eventuality.’
Unless the United States is willing to sacrifice its future security for the sake of ‘accord’ with the U.S.S.R. now, this government must, as a first step toward world stabilization, seek to prevent additional Soviet aggression. The greater the area controlled by the Soviet Union, the greater the military requirements of this country will be. Our present military plans are based on the assumption that, for the next few years at least, Western Europe, the Middle East, China and Japan will remain outside the Soviet sphere. If the Soviet Union acquires control of one or more of these areas, the military forces required to hold in check those of the U.S.S.R. and prevent still further acquisitions will be substantially enlarged. That will also be true if any of the naval and air bases in the Atlantic and Pacific, upon which our present plans rest, are given up. This government should be prepared, while scrupulously avoiding any act which would be an excuse for the Soviets to begin a war, to resist vigorously and successfully any efforts of the U.S.S.R. to expand into areas vital to American security.

The language of military power is the only language which disciples of power politics [that is, the belief that only considerations of power—and not of morality—matter in foreign affairs] understand. The United States must use that language in order that Soviet leaders will realize that our government is determined to uphold the interests of its citizens and the rights of small nations. Compromise and concessions are considered, by the Soviets, to be evidences of weakness and they are encouraged by our ‘retreats’ to make new and greater demands.

The main deterrent to Soviet attack on the United States, or to attack on areas of the world which are vital to our security, will be the military power of this country. It must be made apparent to the Soviet Government that our strength will be sufficient to repel any attack and sufficient to defeat the U.S.S.R. decisively if a war should start. The prospect of defeat is the only sure means of deterring the Soviet Union...

In addition to maintaining our own strength, the United States should support and assist all democratic countries which are in any way menaced or endangered by the U.S.S.R. Providing military support in case of attack is a last resort; a more effective barrier to communism is strong economic support. Trade agreements, loans and technical missions strengthen our ties with friendly nations and are effective demonstrations that capitalism is at least the equal of communism....

There are some trouble-spots which will require diligent and considered effort on the part of the United States if Soviet penetration and eventual domination is to be prevented. In the Far East, for example, this country should continue to strive for a unified and economically stable China, a reconstructed and democratic Japan, and a unified and independent Korea....

Our best chances of influencing Soviet leaders consist in making it unmistakably clear that action contrary to our conception of a decent world order will rebound to the disadvantage of the Soviet regime whereas friendly and cooperative action will pay dividends. If this position can be maintained firmly enough and long enough, the logic of it must permeate eventually into the Soviet system...

Because the Soviet Union is a highly-centralized state, whose leaders exercise rigid discipline and control of all governmental functions, its government acts with speed, consistency, and boldness. Democratic governments are usually loosely organized, with a high degree of autonomy in government departments and agencies. Government policies at times are confused, misunderstood or disregarded by subordinate officials. The United States cannot afford to be uncertain of its policies toward the Soviet Union. There must be such effective coordination within the government that our military and civil policies concerning the U.S.S.R., her satellites, and our Allies are consistent and forceful. Any uncertainty or discrepancy will be seized immediately by the Soviets and exploited at our cost....

In conclusion, as long as the Soviet Government adheres to its present policy, the United States should maintain military forces powerful enough to restrain the Soviet Union and to confine Soviet influence to its present area. All nations not now within the Soviet sphere should be given generous economic assistance and political support in their opposition to Soviet penetration.... In order to carry out an effective policy toward the Soviet Union, the United States Government should coordinate its own activities, inform and instruct the American people about the Soviet Union, and enlist their support based upon knowledge and confidence. These actions by the United States are necessary before we shall ever be able to achieve understanding and accord with the Soviet Union on any terms other than its own.

Even though Soviet leaders profess to believe that the conflict between Capitalism and Communism is irreconcilable and must eventually be resolved by the triumph of the latter, it is our hope that they will